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## U.S. CERTIFIED “GATEWAY” TRADE MISSION TO LITHUANIA

25-27 September 2011  
Vilnius, Lithuania



In concert with the National Export Initiative to expand global exports and American jobs, the American Chamber of Commerce in Lithuania, Invest Lithuania, the U.S. Embassy in Vilnius, and the US Commercial Service (the Gateway Partnership), have partnered to organize and sponsor a U.S. Certified “Gateway” Trade Mission of American businesses to Lithuania, one the most attractive European destinations for offshoring service businesses recently, on **25-27 September 2011**.

The US Ambassador to Lithuania, Anne Derse, and the Prime Minister of Lithuania, Andrius Kubilius, have invited U.S. Senator Richard Durbin (D-IL) and U.S. Congressman John Shimkus (R-IL) to lead the Trade Mission.

### US COMPANIES CHOOSE LITHUANIA

Home for *Phillip Morris, Kraft Foods, Coca Cola* and *Mars* for a number of years already, Lithuania has been also discovered as an attractive offshore location for US high value added service and technology developers such as *IBM, Microsoft, Western Union, Computer Sciences Corporation, Cisco, PricewaterhouseCoopers, Moog* etc. US investors in Lithuania claim they have been much satisfied with Lithuania’s major resources for businesses – one of EU’s most educated and multilingual talent pools, strategic location interconnecting Scandinavian, Western European as well as Eastern markets, and the advanced business infrastructure.

*“No other country has got such a **unique know-how in Western European as well as eastern countries’ languages, different cultures and a variety of business habits**, which naturally developed in Lithuania’s close historical relations with other nations. We found here **very skilled IT specialists and Scandinavian***





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*languages speakers. Also, Lithuania was evaluated as the country maintaining very close and successful **business relations with Northern Europe countries. Lithuania was selected as the geographically best place for the expansion of the company business in the Baltic Sea Region,*** (Computer Sciences Corporation (CSC) highlighting major advantages of Lithuania.)

*"Lithuania was selected as an attractive location because of its **strong talent pool of highly-skilled, well-educated and multilingual professionals, its stable political and improving economic climate and world-class infrastructure, as well as the Government's policy in attracting foreign direct investments.**"* (Western Union identifying the reasons for their selection.)

*"It is turning into a country creating **innovations for the entire world,**"* (IBM expressing a strong belief in Lithuania's potential for innovation.)

*"We found a highly talented people with **exceptional level of expertise in high-tech industry.** Engineering staff we found in Lithuania was a great addition to our global engineering group. And we were **surprised by the support we received** here and are confident in our decision to set up our Medical Devices Group base for Europe in Vilnius,"* (Moog Medical Devices Group commenting on their decision to expand to Lithuania.)

#### **PRINCIPAL INDUSTRIES TARGETED FOR TRADE MISSION:**

- Information Technology
  - Financial Services
  - Computer Software Development
- Client Support Centers
- Renewable Energies (wind and solar)
- Production of Solar Panels
- Transportation and Logistics (Lithuania as a hub for Scandinavia, Baltic Region, Eastern Europe, and Russia)
- Bio-Plastics Production
- Bio-Mass Production

#### **TRADE MISSION OBJECTIVES:**

The objectives of the trade mission are to:

- **Identify Marketing Opportunities** for U.S. Companies seeking to do business with Lithuanian companies and access regional markets in the European Union (EU), Baltic Sea Region (BSR), and Commonwealth of Independent States (CIS);



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- **Familiarize U.S. companies with Lithuania's political, security, economic and financial environment** in meetings with various government ministers, senior government advisers, and business leaders;
- **Familiarize U.S. companies with opportunities of investment or trade partnership with local businesses**, primarily in Lithuania's strategic economic sectors: business services (shared services, BPO), IT, telecommunications, renewable energy, transport and logistics, life sciences etc.;
- **Familiarize U.S. companies with Lithuanian Government's active support tools and programs** for foreign businesses, including financial grants for personnel training, purchase of assets or equipment, financial incentives for investments into R&D and new technologies, tax reductions etc.;
- **Match potential Joint Venture Partners** with mutual business interests, which will lead to creation of joint ventures and strategic alliances to promote US goods and services and the acquisition of US technologies and expertise to be commercialized in Lithuania, the EU, BSR, and CIS.

#### TRADE MISSION DETAILS:

<b>Tuesday, 25 Sept 2011</b>	Morning:	Arrive Vilnius, Lithuania
	Afternoon:	Press Conference
	Evening:	Reception & Dinner, U.S. Ambassador's Residence
<b>Wednesday, 26 Sept 2011</b>	Morning:	Country Market Briefings AmCham-Lithuania/US Commercial Service Invest Lithuania Ministry of Transport and Communications of Lithuania Ministry of Economy of Lithuania Klaipeda Free Economic Zone/Seaport Briefing
	Afternoon:	Business Meetings with Lithuanian Companies
	Evening:	Follow-up Dinners with Lithuanian Companies
<b>Thursday, 27 Sept 2011</b>	Morning:	Legal Briefing Tax Briefing InfoBalt IT Briefing Ministry of Energy of Lithuania Business Meetings with Lithuanian Companies
	Afternoon:	Matchmaking Meetings with Lithuanian Companies
	Evening:	Farewell Dinner
<b>Friday, 28 Sept 2011</b>	Morning:	Business Meetings with Lithuanian Companies Optional Tour of Klaipeda Seaport & Free Economic Zone
	Afternoon:	Follow-Up Meetings with Lithuanian Companies Optional Tour of Klaipeda Seaport & Free Economic Zone
	Evening:	Follow-Up Meetings with Lithuanian Companies

- **Mission Cost:** \$2,500/person. Airfare and lodging (\$175/person/night special rate at Radisson Blu Hotel Lietuva) not included



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- **Bonus Value:** Hosts provide additional \$10,000 value in meals; internal transportation; translators; business appointments with screened Lithuanian companies; legal, fiscal, financial, political, economic, and commercial briefings; feasibility study and market opportunity evaluation; and leisure activities
- **Mission Participation Information:** Limited to 10-15 businesses
- **Application Deadline:** 25 August 2011. (after this date, the fee will be not refunded)
- **For More Information:** If you have questions or would like to submit a candidate please contact Tom Duckenfield (202-270-3689 \* [tduckenfield@eximtradesolutions.com](mailto:tduckenfield@eximtradesolutions.com)) or Rudy Fuentes (202-705-4451 \* [rfuentes@eximtradesolutions.com](mailto:rfuentes@eximtradesolutions.com)), at our US Agent, Export Import Trade Solutions, Ltd., or follow <http://www.amcham.lt/index.php?id=748>